

MAIL TO:
Office of the Attorney General
Registry of Charitable Trusts
P.O. Box 903447
Sacramento, CA 94203-4470

STREET ADDRESS:
1300 I Street, Room 1130
Sacramento, CA 95814
Telephone: (916) 323-5079

WEBSITE ADDRESS:
<http://caag.state.ca.us/charities/>

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

2000 ANNUAL FINANCIAL REPORT

(California Government Code Section 12599)

Failure to file annual financial report by January 30 annually for each calendar year of solicitation may result in fines or filing penalties as defined in Government Code Section 12586.1 (Recently enacted).

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.



Name and Address of Commercial Fundraiser:

CF Number 414

Factor Direct LTD

Name of Commercial Fundraiser

11500 West Olympic Blvd., Suite 540

Address of Commercial Fundraiser

Los Angeles CA 90064

City, State, and ZIP Code of Commercial Fundraiser

Telemarketing held (on) (from) 1/1/2002

(Type of Activity)

Name and Address of Charitable Organization or Charitable Purposes:

CT No. 19476 F.E.I.N. No. 53-0210801

National Trust for Historic Preservation in the

United States

1785 Massachusetts Avenue, NW

Address of Charity

Washington DC 20036

City, State, and ZIP Code of Charity

11/30/2002, 200, to 11/30/2002, 200

(Date or dates must be shown)

1.

REVENUE

- A. Cash contributions
B. Entertainment sales or admission charges
C. Sales from products
D. Advertisement sales
E. Membership fees
F. Other sources: (Specify)

a. _____
b. _____
c. _____
d. _____

G. TOTAL REVENUE

874,859.00 A.
____ B.
____ C.
____ D.
____ E.
____ Fa.
____ Fb.
____ Fc.
____ Fd.

874,859.00 G.

2.

EXPENSES

- A. Fees or commissions
B. Salaries
C. Payroll taxes
D. Employee benefits
E. Cost of merchandise for resale
F. Cost of entertainment
G. Postage
H. Advertising
I. Telephone
J. Rental of equipment
K. Facilities charge
L. Permits
M. Other expenses: (Specify)

a. _____
b. _____
c. _____
d. _____

N. TOTAL EXPENSES

____ A.
____ B.
____ C.
____ L.
____ Ma.
____ Mb.
____ Mc.
____ Md.

Please see attached
breakdown of expenses

530,458.19 N.

344,400.81 3.

3. Distribution or net to charitable organization or charitable purposes

4. (a) Is any officer, director, partner or owner of the Commercial Fundraiser in any way affiliated with or control, directly or indirectly, the charitable organization for which the Commercial Fundraiser has contracted to solicit?

☒ Yes ☒ No If "yes," complete the following:

Name of officer, director, partner or owner of Commercial Fundraiser	Name and address of charitable organization	Relationship of officer, etc. To charitable organization

(b) For each affiliation identified in 4(a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and belief, it is true, correct and complete.

Sign

This

Sign

Sign

Thomas Siegel COO 11/19/02
Printed Name Title Date
Sam Kletter Controller 12-3-02
Printed Name Title Date
Gregory Coble VP Finance, H.R., I.T., Tech 12-3-02
Printed Name Title Date

Attorney General's
Registry of Charitable Trusts

DEC 23 2002

RECEIVED

401004

Factor Direct Ltd
Campaign Expense Allocation

	\$ 530,458.19
Printing	\$ 12,317.56
Postage	\$ 31,057.13
Telephone	\$ 29,180.53
Payroll	\$ 181,610.74
Employee benefits	\$ 13,508.68
Rent	\$ 28,974.66
Office manager	\$ 62,875.43
Utilities	\$ 6,620.05
Equipment	\$ 6,410.22
Recruitment	\$ 4,515.39
Computer Programming	\$ 3,835.30
Office expenses	\$ 119,460.93
P.S. Fee/Profit	\$ 30,091.57
Total	\$ 530,458.19

Registry of Charitable Trusts
Attorney General's

DEC 23 2002

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401007

Factor Direct Ltd
Campaign Expense Allocation

	\$210,249.31
Printing	\$ 4,882.12
Postage	\$ 12,309.62
Telephone	\$ 11,565.83
Payroll	\$ 71,982.17
Employee benefits	\$ 5,354.22
Rent	\$ 11,484.23
Office manager	\$ 24,920.94
Utilities	\$ 2,623.88
Equipment	\$ 2,540.72
Recruitment	\$ 1,789.69
Computer Programming	\$ 1,520.14
Office expenses	\$ 47,348.84
P.S. Fee/Profit	\$ 11,926.92
Total	\$210,249.31

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CF Number 414

Factor Direct LTD

Name of Commercial Fundraiser

11500 West Olympic Blvd., Suite 540

Address of Commercial Fundraiser

Los Angeles CA 90064

City, State, and ZIP Code of Commercial Fundraiser

Telemarketing held (on) (from) 12/1/2002, 200, to 12/31/2002, 200
(Type of Activity) (Date or dates must be shown)

1. REVENUE
- A. Cash contributions
 - B. Entertainment sales or admission charges
 - C. Sales from products
 - D. Advertisement sales
 - E. Membership fees
 - F. Other sources: (Specify)
 - a. _____
 - b. _____
 - c. _____
 - d. _____

G. TOTAL REVENUE

2. EXPENSES
- A. Fees or commissions
 - B. Salaries
 - C. Payroll taxes
 - D. Employee benefits
 - E. Cost of merchandise for resale
 - F. Cost of entertainment
 - G. Postage
 - H. Advertising
 - I. Telephone
 - J. Rental of equipment
 - K. Facilities charge
 - L. Permits
 - M. Other expenses: (Specify)
 - a. _____
 - b. _____
 - c. _____
 - d. _____

N. TOTAL EXPENSES

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4. (a) Is any officer, director, partner or owner of the Commercial Fundraiser in any way affiliated with or control, directly or indirectly, the charitable organization for which the Commercial Fundraiser has contracted to solicit?

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(b) For each affiliation identified in 4(a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and complete.

Signature of

This report

Signature of

Thomas Siegel
Printed Name

COO
Title

1/9/03
Date

able organization for verifying the distribution.

Jam C. Kilpatrick Comptroller
Printed Name Title

2-3-03
Date

Greg Coble VP Finance, HR & Technology
Printed Name Title

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LIBRARY

Facter Direct Ltd
Campaign Expense Allocation

	\$ 188,469.00
Printing	\$ 4,376.36
Postage	\$ 11,034.44
Telephone	\$ 10,367.69
Payroll	\$ 64,525.34
Employee benefits	\$ 4,799.56
Rent	\$ 10,294.54
Office manager	\$ 22,339.31
Utilities	\$ 2,352.07
Equipment	\$ 2,277.52
Recruitment	\$ 1,604.29
Computer Programming	\$ 1,362.66
Office expenses	\$ 42,443.84
P.S. Fee/Profit	\$ 10,691.38
Total	\$ 188,469.00